

as an indispensable part of the fixed routine of their offices.

Some other Points.

Among other points of paramount interest to the underwriter who contemplates issuing a non-cancelable policy is the question of over insurance. If the abnormal personal incomes of the present period are used as a basis for issuing non-cancelable policies, the underwriters may in the near future find themselves with some heavily over-insured risks that may be inclined to let their non-cancelable policies get control of their ambition to work. Many a man whose income today will justify a non-cancelable policy, providing one thousand dollars a month indemnity, will be looking for a three hundred dollar a month job within the next few years. Such circumstances are liable to produce many serious problems for your claim departments. For example, you can readily understand that a man who is out of a job and has no visible means of support, may suffer seriously from a nervous breakdown and his one thousand dollar a month non-cancelable policy will not likely furnish a ready cure for his condition.

A non-cancelable policy in the hands of a careless salesman may cause a very serious loss of public confidence in accident and health insurance generally. Such salesmen are prone to emphasize the cancellation provision in the ordinary accident and health policy, and thus cause the insured to wonder whether any accident and health policy is worth while.

In conclusion I would say to this conference as a whole—let the non-cancelable policy alone. To those of you who wish to sell such a policy there is, in my opinion, no reason why you should not do so, provided you have the necessary financial resources, the usual facilities for life insurance underwriting and the necessary data on which to base your rates.

WANTED

GENERAL AGENCY for Montreal and vicinity (would prefer Province of Quebec) of first class Fire company, by firm of Brokers who are in a position to guarantee immediate income of \$100,000. Also have large Automobile business. First class Underwriters, experienced in Agency business, desire change. Address.

Change,

Care The Chronicle, Montreal.

WANTED

Young man, 22 years of age, desires a responsible position with a well established Insurance Brokerage firm or Insurance Company. Six years experience in insurance and banking. Address

B. D.,

Care The Chronicle, Montreal.

OPPORTUNITY

Up-to-date Fire Company is open to appoint an aggressive and ambitious young man to organize City Agency department. One having knowledge of the business and with connection preferred. Apply, to

A. B. C.,

Care The Chronicle, Montreal.

TRAFFIC RETURNS

Canadian Pacific Railway

Year to date	1918	1919	1920	Increase
Oct. 31 . . .	\$123,652,000	\$130,299,000	\$168,850,000	\$29,911,000
Week ending	1918	1919	1920	Increase
Nov. 7	\$3,437,000	\$3,821,000	\$5,723,000	\$1,992,000

Grand Trunk Railway

Year to date	1918	1919	1920	Increase
August 31	\$34,408,555	\$50,384,474	\$58,814,039	\$3,429,565
Week ending	1918	1919	1920	Increase
Oct. 7	\$1,490,738	2,146,324	2,557,273	409,149
Oct. 14	1,433,788	2,146,324	2,557,273	409,149
Oct. 21	1,295,165	2,101,865	2,663,086	561,501
Oct. 31	2,157,396	2,985,694	454,084	
Nov. 7	1,931,520	2,985,694	454,084	

Canadian National Railways

Year to date	1918	1919	1920	Increase
Oct. 31	\$63,973,321	\$76,184,936	\$86,558,335	\$10,573,379
Week ending	1918	1919	1920	Increase
Nov. 7	\$1,717,273	\$1,987,622	\$2,770,758	\$783,136

Guaranteed by Eagle Star and British Dominions Insurance Company, Limited, of London, England.

**British Northwestern
Fire Insurance Company**

HON. EDWARD BROWN
President.

J. H. RIDDEL
Managing Director.

E. C. G. JOHNSON
Secretary.

LEWIS, APEDAILE & HANSON, INC., Lewis Building, MONTREAL.
GENERAL AGENTS. PROVINCE OF QUEBEC.